

Excellence through Partnering! Come Join Us!

Now that the Industry Government Council has been successfully established, it is looking for additional representatives from Services Acquisition Center schedule contractors and customers to serve on the IGC. The IGC is comprised of a group of members that represent various industries, Government agencies, and GSA offices. The IGC is comprised of at least 15 members with almost half of the members selected from industry. The other membership is comprised of customers and GSA.

In addition to the 15-member Council level membership, the IGC also establishes committees that will address issues that are pertinent to meeting the goals of the Council. If not eligible or selected to become a Council member, committee level membership is also available. The committee members represent a diverse group of stakeholders and do not have to be current Services Acquisition Center schedule contractors. More information about the IGC's Charter and Operating Procedures are available at: <http://fss.gsa.gov/services/igc>.

The IGC will continue to be critical in fostering the relationship between all parties involved with GSA Schedules, from customers to contractors, and will further the success of the Schedules Program and Services Acquisition Center initiatives. If you are a Services Acquisition Center schedule holder and are interested in becoming a part of this endeavor, please link to the following website: <http://fss.gsa.gov/services/igc> and submit your application. Government candidates should contact the GSA Services Acquisition Center Council Liaison, **Jeff Manthos** at (703) 305-6085 or e-mail: jeffrey.manthos@gsa.gov

Industry Government Council members may elect to serve for one, two or three years; committee member's terms will vary. The IGC meets quarterly.

Conceived in 2000, established in 2001, the IGC is extremely excited about the challenges and opportunities that 2002 will present to improve the Government procurement process. We encourage you to be a part of this endeavor.

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partnerships



cooperation



teamwork



Services Acquisition Center Industry Government Council

EXECUTIVE SUMMARY

2001

Inaugural Council Members

- CHARLENE BARTON** • Ernst & Young
- RICHARD BELL** • GSA Federal Supply Service
- TIMOTHY BENSCH** • Swales Aerospace
- DAVID BRONDER** • Cendant Mortgage and Cendant Mobility
- KATHY CARSON** • GSA Federal Supply Service
- ROBERT COUNCIL** • CDI Marine Group
- PHILLIP DODDERIDGE** • EG&G
- DOUGLAS GAGE** • U.S. Air Force, ASC
- DAISY GALLAGHER** • Gallagher & Gallagher
- WILLIAM GRUNENWALD** • Modern Technologies Corporation
- ELDRED JACKSON** • Department of Justice
- EDWARD NARO** • LITTON/TASC
- PATRICIA PIERSON** • GSA Federal Supply Service
- BRUCE SPAINHOUR** • GSA Federal Supply Service
- DAVID SUTFIN** • GOV.WORKS
- THOMAS UBL** • ADI Technology Corporation (formerly)

GSA's Services Acquisition Center

Beginning in the mid-1990s and parallel to the implementation of the Federal Acquisition Streamlining Act and the Federal Acquisition Reform Act, the General Services Administration realized that there was a growing need to streamline the procurement of all types of professional and other commercial services. Perhaps the most innovative and fastest growing method of streamlining the purchase of services of all types has been the GSA's Multiple Award Schedules program.

The Services Acquisition Center, an organizational unit within the GSA's Federal Supply Service, establishes Multiple Award Schedule contracts for professional services. Included among those services are: *Professional Engineering Services; Financial Services; and Marketing, Media and Public Information Services.*

The Services Acquisition Center has always valued and listened to the voices of our customers and commercial partners. In order to continue and build upon this relationship, a decision was made to establish an Industry Government Council (IGC). Throughout the summer of 2000, the Services Acquisition Center convened a steering group of industry and GSA stakeholders to develop the foundation of the Council, including a draft statement of the mission, goals and purpose of the Council. Based upon the work of that steering group, the Services Acquisition Center established the IGC in early 2001.

Industry Government Council Mission

The mission of the Council is to stimulate, advise and make recommendations to improve the continuing evolution, development and implementation of GSA's Services Acquisition Center schedule programs and GSA/intergovernmental/industry partnerships. The Council applies knowledge and technology to provide commercial solutions to global customers while reducing the costs to Government and industry.

A core objective of the Council is creating a common message and brand identity for GSA schedules that will be used and communicated throughout the Federal procurement system. Specific areas of focus include education, research and development, marketing and communication, and best practices.

Accomplishments 2001

Like many new organizational entities, the Industry Government Council invested considerable time and effort initially to identify strategic goals and objectives that would support its mission. A significant legacy of the 2001 Council is putting in place a business model that will serve future Councils. This model facilitates an open exchange of the varying viewpoints from industry, customers and GSA, with regard to issues and initiatives important to the Services Acquisition Center and the GSA Multiple Award Schedules program. This communication helps create a greater understanding of issues that may require clarification, training needs, and opportunities for further enhancement of the Schedules Program, and helps create an environment conducive to a true Government-Industry Partnership.

In the summer and fall of 2001, by special request, the IGC provided format and program input for the new GSA Professional Services Expo (PSX) to be held in February 2002. The PSX planning committee adopted a significant number of the IGC's recommendations, encompassing session format, length and topics. Several members of the IGC will also serve as speakers or panelists. It is hoped that the PSX will become a significant education and training event pertaining to the GSA's schedules program for years to come.

One of the first accomplishments of the IGC, and perhaps the most important, was a recommendation of an education and training strategy that would address the information needs of all constituencies involved in the use of GSA Multiple Award Schedules. The IGC proposed that GSA schedule training should address the needs of the customer or end user, industry and the GSA components responsible for policy, contracting and customer support. Additionally, the Industry Government Council recommended that education and training address the needs of the customer's technical, contracting and legal constituency as well. Initial adoption of the IGC's education and training strategies by the Services Acquisition Center staff have been well received.

Another accomplishment in 2001 was the IGC's contribution to enhancing GSA's E-Commerce initiatives. The IGC recommended new ordering registration categories for its on-line request for quotes system, E-Buy. The views expressed by the IGC's industry members were instrumental in the decision of the GSA E-Buy administrators' plans to consider GSA Schedule Special Item Numbers (SINs) categories instead of North American Industry Classification System (NAICS) codes.

Challenges 2002

Exciting challenges face the IGC in 2002. It will be important to maintain the momentum established by the Industry Government Council to serve as a "sounding board" that represents the integrated views of important stakeholders when advising the Services Acquisition Center on GSA and Services Acquisition Center issues and objectives. Listed below are some key challenges to be addressed by the 2002 IGC:

- Identify best practices and propose recommendations that will foster easy and efficient use of the GSA Schedules Program.
- Generate ideas for new services schedules that will be critical to the Services Acquisition Center and will be a major area of emphasis of the IGC.
- Provide ongoing advisory and occasionally operational support in 2002 (this will include support for the annual GSA Products Expo as well as the new Professional Services Expo in addition to other outreach efforts).
- Continue to address small business participation in the Schedules Program, either as a Schedule prime contractor, teaming partner or subcontractor.

